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AGRO-INPUTS PROJECT IN BANGLADESH

Quarterly Progress Report

Year 4: October 1, 2015 - December 30, 2015



Prepared for the United States Agency for International Development under USAID Cooperative Agreement No. AID-388-A-12-00005, Agro-Inputs Project in Bangladesh implemented by CNFA.

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USAID Agro-Inputs Project in Bangladesh

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Year 4, Quarter 1: October 1, 2015-December 31, 2015

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*Cover photo: A farmer plucking eggplant from his field with his family in Satkhira.
Photo credit: Biswajit Biswas, AIP Program Officer.*

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Acronyms

A2I	Access to Information
ACI	Advanced Chemical Industries
AESA	USAID/Agriculture Extension Support Activity Project
AGM	Annual General Meeting
AIP	USAID Agro-Inputs Project in Bangladesh
AIN	Aquaculture for Income and Nutrition Project
AIRN	Agro-Inputs Retailers Network
AVAS	Association of Voluntary Actions for Society
BAU	Bangladesh Agricultural University
BCPA	Bangladesh Crop Protection Association
BFA	Bangladesh Fertilizer Association
BPRSSP	Bangladesh Policy Research and Strategy Support Program
BRAC	Bangladesh Rural Advancement Committee
BSA	Bangladesh Seed Association
CBSG	Capacity Building Services Group
CEO	Chief Executive Officer
CPP	Crop Protection Product
DAE	Department of Agricultural Extension
DO	Development Objective
DQA	Data Quality Assessment
EMMP	Environmental Mitigation and Monitoring Plan
FFD	Farmer Field Days
FGPC	Fruit Tree Germplasm Centre
FTF	Feed the Future
GIS	Geographic Information System
GLC	Gender Lens Committee
GM	Genetically Modified
GOB	Government of Bangladesh
GPS	Global Positioning System
HR	Human Resources
ICA	International Certification Assistance
ICT	Information Communications and Technology
IRRI	International Rice Research Institute
M&E	Monitoring and Evaluation
MIS	Market Information System
MOA	Ministry of Agriculture
MPOB	Monthly Price Outlook Bulletin
NSB	National Seed Board
OCA	Organizational Capacity Assessment
OCD	Organizational Capacity Development
PO	Program Officer
PPE	Personal Protective Equipment
PSA	Public Service Announcements
SAAO	Sub-Assistant Agricultural Officers
SMS	Short Message Service
TEC	Technical Evaluation Committee
TOT	Training of Trainers
UNDP	United Nations Development Programme

USAID
WEAI
WHO

U.S. Agency for International Development
Women's Empowerment in Agriculture Index
World Health Organization

Project Background

Key Project Details

Title:	Agro-Inputs Project (AIP) in Bangladesh
Start Date:	September 17, 2012
Project Duration:	Five Years
Type of Award:	Cooperative Agreement No. AID-388-A-12-00005
Award Amount:	\$14,028,602
Prime Implementer:	CNFA
Sub Implementers:	Spatial Systems Associates Capacity Building Service Group (CBSG) GMark Ashroy Foundation Banchte Shekha Association of Voluntary Actions for Society (AVAS)

Project Objectives and Interventions

The objective of the U.S. Agency for International Development (USAID) Agro-Inputs Project (AIP) in Bangladesh is to improve the supply of quality agricultural inputs through input retailers. Its central effort is the creation of a sustainable Agro Input Retailers Network (AIRN) through Intervention 1. Interventions 2-4 are designed to work in concert and holistically with Intervention 1. AIP's four interventions and key activities include:

- **Establish an Agro-Inputs Retailers Network:** Creation of AIRN, a first-of-its-kind agro-inputs training organization serving retailers in the Feed the Future (FTF) zone;
- **Improve Effectiveness of Agricultural Inputs Market Information Systems:** Distribution of 115,000 hard copy (e-copies will be used when possible) Monthly Price Outlook Bulletins (MPOB), supported by an innovative Geographic Information System (GIS) -based input market information system (MIS); demand creation for improved quality inputs through 500 demonstration plots;
- **Enhance Knowledge and Application of Quality Standards:** Promotion of input quality standards to 50 input supply companies and 3,000 AIRN retailers. Eight new input quality standards developed by industry associations (with public and private stakeholders) presented to USAID for referral to the Bangladesh Policy Research and Strategy Support Program (BPRSSP); knowledge and demand for quality inputs increased through communications and outreach campaign;
- **Strengthen Local Organizations' Institutional Capacity:** Three organizations receive comprehensive organizational capacity assessment (OCA) and necessary assistance in organizational capacity development (OCD); organizational strengthening of these organizations, and utilization of their technical expertise to implement AIP-related activities via sub-award.

Executive Summary

Intervention 1: Establish an Agro-Input Retailers Network

During the reporting period, 147 retailers, including four women, were trained in collaboration with GMark Consulting Limited and ACI Limited on agro-inputs management. With the objective of ensuring basic training to 1,144 associate member retailers by Y5Q1, AIP trained 20 AIP/AIRN Program Officers (POs) in collaboration with the Bangladesh Agricultural University (BAU) Fruit Tree Germplasm Centre. These POs will go on to directly train 300 retailers in Y4Q2 in addition to training by partnering supply companies. This training will also build the capacity of AIRN POs to facilitate training independently for AIRN in the future.

On October 8, 2015, AIRN was official registered with the Government of Bangladesh (GoB) as a non-profit entity. Following legal requirements, the ad-hoc Board of Directors was transformed into an official Board, comprised of 21 founding members. As of December 31, 2015 a total of 2,856 retailers joined AIRN, including 1,712 accredited members, who have completed basic training on agro-inputs and signed a code of conduct, and 1,144 associate members. During the quarter, AIP and AIRN focused on strengthening membership services, such as embedding government agriculture officers in two retailers' shops to offer advisory services to farmers; support in obtaining input licenses or renewals; and developing partnerships with private, public and development entities to define potential fee-based services to generate funds for the network.

Intervention 2: Improve Effectiveness of Agricultural Inputs Market Information Systems

In Y4Q1, access to the MIS was created for AIP staff members and key focal points at USAID to obtain and utilize retailers' shop data, demonstration plots, cropping patterns, and lists of retailers of three leading agro-inputs companies.

A final printable version of the supply company and wholesaler directory was completed. Three issues of the MPOB were printed and shared with retailers, which included wholesale prices for highly traded agro-inputs and messages on fertilizer use for rice cultivation, retailer training, and AIRN membership services.

Additionally, a total of 300 demonstration plots were established to demonstrate new varieties of *aman* and *boro*¹ season rice, maize, lentil and winter season vegetables in collaboration with Syngenta Bangladesh Ltd, ACI Limited, Lal Teer Seed Ltd, GETCO Agro Vision Ltd. (GETCO) and the USAID/Agriculture Extension Support Activity Project (AESAP). Results of *aman* rice harvested in 65 plots showed 20-30% more yield as compared to traditional inputs and farming.

Intervention 3: Enhance Knowledge and Application of Quality Standards

To develop awareness among retailers and farmers on quality features of agro-inputs, 3 booklets were published during the quarter on: quality seed; how to recognize quality fertilizers; and safe use of crop protection products (CPPs), as well as a promotional brochure

¹ Aman (Aug-Dec); Boro (Dec-April).

for potential women grantees. In addition, to address the needs of farmers and retailers, AIP finalized four posters on: 1) quality seed; 2) quality fertilizer; 3) safe use of CPPs; and 4) nutritionally dense crops for children and pregnant and/or lactating mothers. To ensure safety while using CPPs, AIP also developed a leaflet on safe use of pesticides for farmers. Under AIP's "Did You Know?" communications campaign, AIRN sent 100,000 short message service (SMSs) to 20,000 retailers and farmers with messages on quality inputs.

As part of AIP's support to agro-inputs companies and associations on international standards compliance, AIP has completed Phase I – a gap analysis of selected companies and associations – of its International Certification Assistance (ICA) program and shared findings with the respective companies and associations.

AIP, as a member of the Seed Health Committee of the Ministry of Agriculture (MoA), completed seven seed health standards for wheat and potato during the quarter through participation in a number of technical review meetings.

Intervention 4: Strengthening Local Organizations' Institutional Capacity

In Y4Q1, OCDs of two agro-input industry associations, Bangladesh Crop Protection Association (BCPA) and Bangladesh Fertilizer Association (BFA), were conducted focusing on human resource policy and procedure development, and financial management and internal control mechanisms.

Intervention 1: Establish an Agro-Input Retailers Network

1.1 Develop AIRN as a High Quality Technical Training and Advisory Services Center

1.1.1 Create Modules and Train Master Trainers to Conduct Quality Training

Retailers' Training

A total of 147 retailers were trained on “*Krishi Upakoron Satik Babohar O Bikroy Bishok*” (appropriate use and sales of agricultural inputs) from October to December, 2015, in collaboration with two technical partners, GMark Consulting Ltd. (GMark) and ACI Limited. The training focused on agri-business management, business ethics, dealing with customers, quality seeds, fertilizers, pesticides, crop pest management practices, and safe and judicious use of pesticides. Training participants found this useful as there were demonstrations on safety color coding, loading, mixing, storage, and judicious use of pesticides as well as awareness on nutritionally dense crops. Participants also learned about germination testing, identification of quality seeds and fertilizers, and controlling for various insects.

Program Officers' Training

AIP and the BAU Fruit Tree Germplasm Centre (FGPC) jointly organized a practical training session on crop production technologies and agronomic/horticultural practices for 20 AIRN PO in October 2015. The POs, who attained technical knowledge and skills on rice, pulses, potatoes and vegetables production techniques, pest and disease management practices, will go on to conduct training for 300 retailers beginning in Y4Q2, in addition to training by GMark and supply company partners.

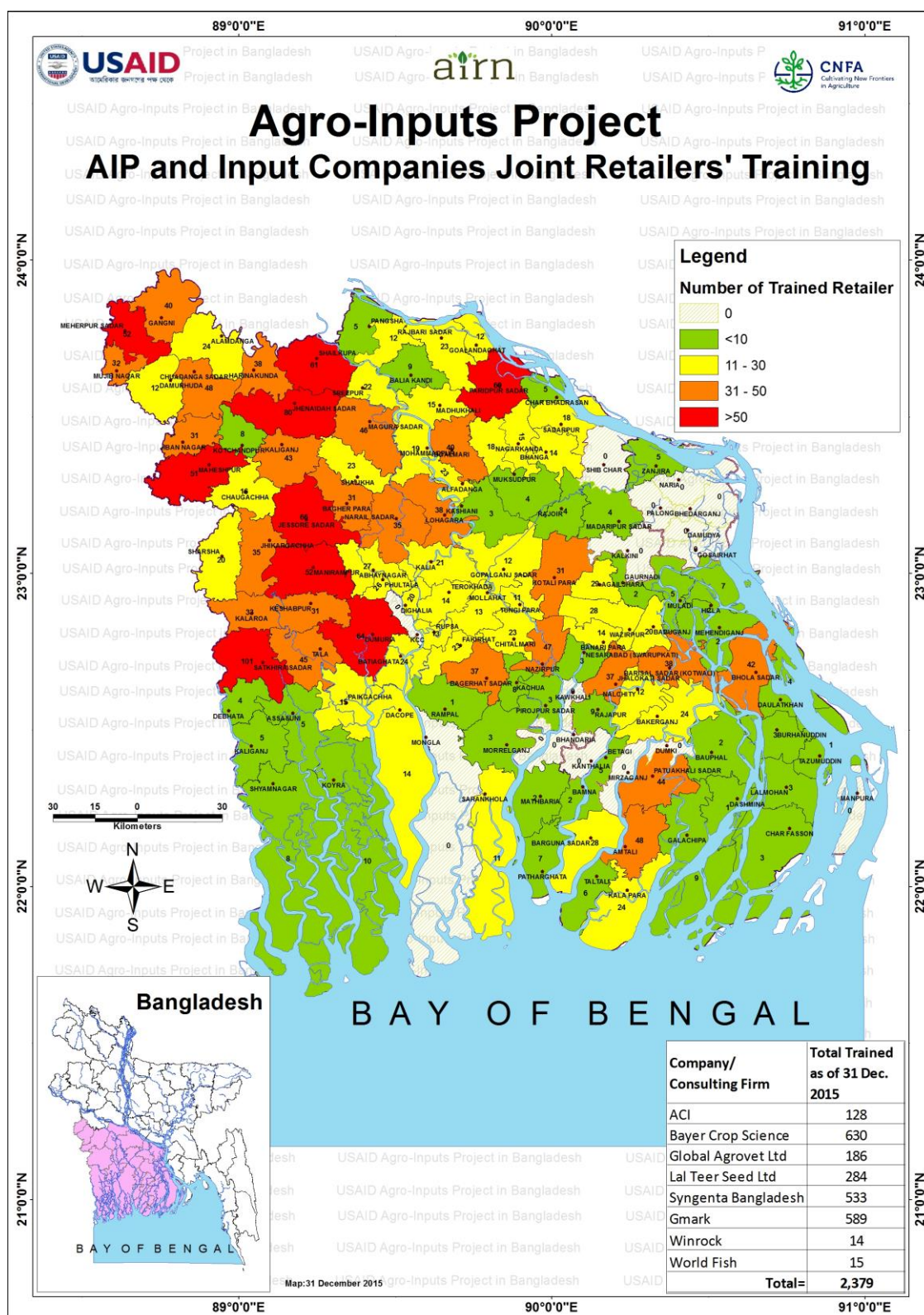
TOT for GETCO Staff

In December 2015, a Training of Trainers (TOT) was organized for eight partner-company (GETCO) staff members on “appropriate use and sales of agricultural inputs.” As master trainers, they will train 500 AIRN retailers beginning in February 2016.

1.1.2 Illustrate Best Practices via Domestic and International Study Tours

There was no study tour arranged in this quarter.

Figure 1: AIP and Input Company Retailer Training



1.2 Develop Governance, Membership Structure, and Training and Services Strategy for AIRN

1.2.1 Identify Flexible Governance

In Y4Q1, AIRN was formally registered in the Office of the Registrar of Joint Stock Companies and Firms. The ad-hoc Board of Directors was transformed into an official Board, comprised of 21 founding members. This board will run AIRN until the Annual General Meeting (AGM), due to be held by the end of December 2016.

1.2.2 Define Membership Structure

Following nomination by the AIRN Board of Directors, two AIP staff members² are acting as the Chief Executive Officer (CEO) and AIRN Secretary until the end of the project. In consultation with the Board of Directors, they will support AIRN activities, services and governance of regulatory issues. AIP is also working to open a bank account for AIRN which will be jointly managed by the Chairman (Board of Directors), and either the CEO or the Secretary.

1.2.3 Build Additional Services

As of Y4Q1, AIRN is focusing on piloting member services in partnership with public, private and development entities. These pilots will ascertain the willingness of AIRN members to pay for services as well as define potential sources of income for AIRN. A number of services have been initiated, such as providing retailers training on rice production technologies in collaboration with the USAID/Rice Value Chain Project (implemented by the International Rice Research Institute (IRRI)); linking AIRN members to BRAC Bank; and discussing revenue-generating opportunities for female retailers with Bkash, a mobile-based payment service provider.

Through the AIRN Call Center, AIP continued its collection of complaints related to purchased agro-inputs. Following a standard investigation process, AIP approached one supply company to report complaints on onion seed.

AIRN Services to Members

In the reporting quarter, AIRN focused primarily on strengthening membership services in 80 *upazilas* (in 19 FTF districts). To ensure better advisory services by retailers to farmer customers, AIP is building the knowledge and expertise of AIRN members. During the quarter, AIP provided the following support to AIRN members:

- **Advisory sessions by DAE:** In November 2015, two AIRN retailers established a new service for farmers by organizing weekly advisory sessions by Department of Agriculture Extension (DAE) sub-assistant agricultural officers (SAAOs) at their shops. SAAOs started open discussion and question and answer sessions on quality inputs, doses and spraying methods of pesticides, use of personal protection equipment (PPE), primarily gloves and masks, along with other crop production technologies. Farmers found these weekly sessions useful, posing questions to the SAAOs on seed germination, fertilizer application rates, and proper rice seedbed

² Zunaed Rabbani, Chief Executive Officer (CEO) and Md. Kamruzzaman, Secretary of AIRN

preparation. Retailers considered this networking with the DAE as a sustainable way to increase their technical knowledge while promoting farmers' production through increased use of quality inputs.

- **Promoting personal protection equipment:** After receiving basic training from AIP/AIRN, retailer Md. Salim Reza in Satkhira showed interest to sell PPE to farmers, encouraging them to use safety measures while applying CPPs. To that end, AIRN provided negotiation support for a bulk (discounted) purchase of 1,400 masks and 100 sets of gloves.
- **Re-organizing retailers' shops:** In December 2015, 11 shops of AIRN accredited members were re-organized following guidance from AIP to uphold AIRN's code of conduct. These changes were appreciated by the DAE, company representatives and farmers who were pleased to see increased product range displayed in organized racks and shelves.
- **Supporting to obtain new license or renewal:** AIRN POs assisted with submission of documents for 21 retailers seeking new licenses or renewals from the DAE for selling CPPs. All licenses and renewals were obtained.
- **Increasing sales through AIRN network:** AIRN POs assisted three women retailers in purchasing seeds and CPPs from male retailers using a 50% credit. This initial business support to women retailers expanded their access to quality inputs while developing rapport with male retailers. Male retailers also shared market and new product information with these new female AIRN members.

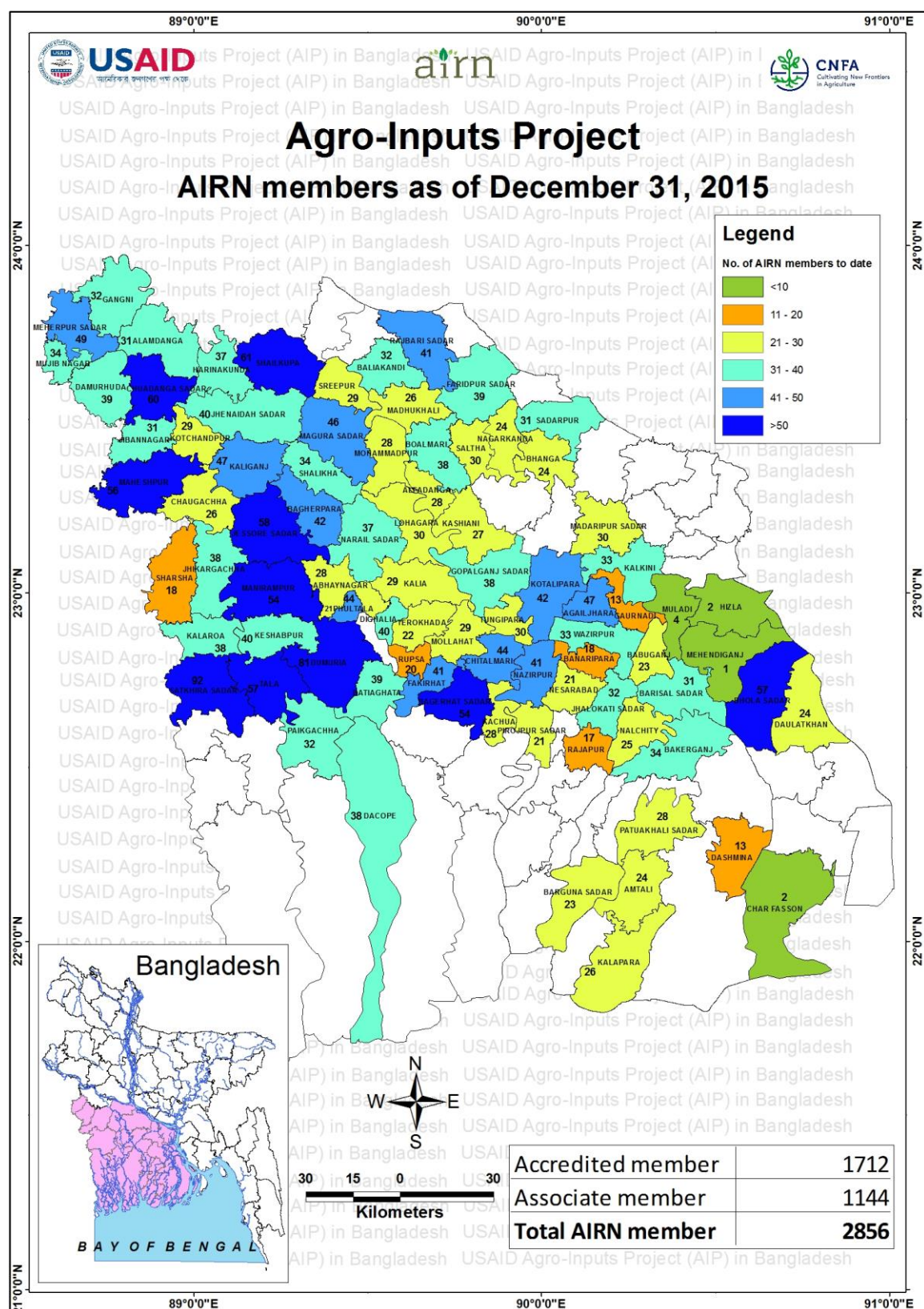
1.3 Promote AIRN among Agro-Input Dealers in the FTF Zone

1.3.1 Increase AIRN Membership among Agro-Retailers

Membership Drive

A total of 288 new retailers joined AIRN through membership recruitment events in Damurhuda (Chuadanga), Lohagora (Narail), Mohammadpur (Magura) and Baliakandi (Rajbari) *upazilas*, which has increased AIRN's total membership to 2,856 as of December 31, 2015. Among them, 1,712 retailers became accredited members following completion of their basic training, which includes agri-business management and business ethics, generic agronomic use of inputs, and safe and judicious use of pesticides. The remaining 1,144 associate members are in the process of being trained and accredited (see figure 2).

Figure 2: AIRN membership distributions as of December 31, 2015



Summary of Intervention 1 Key Activities for Next Quarter

Retailer Training and Domestic Study Tour

AIP will provide basic training to 775 retailers in collaboration with GMark, ACI, GETCO, Syngenta and directly by AIP/AIRN POs in Y4Q2 on “appropriate use and sales of agricultural inputs” as well as “safe use of pesticides.” An advanced training on rice production technologies will also be organized for 100 retailers in collaboration with the USAID/Rice Value Chain Project (IRRI) in Jessore, Khulna, Faridpur and Barisal, where AIRN member retailers will pay a nominal fee to AIRN. In collaboration with Syngenta, AIP will train 50 government medical doctors, who handle pesticide affected patients, to strengthen their capacity on fast and proper medical support.

AIP will organize a domestic study tour for 12 AIRN retailers to visit Syngenta’s Learning Centre at Bogra and to explore Helvetas Swiss Intercooperation-operated local service provider activities at Gaibandha. For this tour retailers, will pay a nominal fee.

AIRN *Upazila* Chapter Committee

In Y4Q2, all *upazila* ad-hoc committees will be transformed into official AIRN *upazila* chapter committees. Every *upazila* committee will have their own bank account where membership fees and other fees will be deposited, which, based on the decision of the Executive Team, may remain in the *upazila* or be transferred to the central AIRN account. AIP/AIRN will initiate discussion meetings with multiple development organizations such as Katalyst, an Markets for the Poor project by Swisscontact; Access to Information (A2I), an information and communications technology (ICT)-based initiative by the GoB and United Nations Development Programme (UNDP); Christian Aid, and private companies to explore member service opportunities through partnership.

AIRN New member Recruitment

AIP will focus on providing basic training to associate members to promote them to accredited members as opposed to facilitating additional membership recruitment drives. AIP will continue its effort of recruiting women retailers through its matching grants program in order to reach its program target of 3,000 accredited member retailers.

Intervention 2: Improve Effectiveness of Agricultural Inputs Market Information Systems

2.1 Develop GIS for Agricultural Input Supply and Demand

2.1.1 Develop Input-Specific MIS Tool

This quarter, AIP developed map layers of established demo plots for USAID’s GeoPortal for easy visual presentation of AIP demo plots among USAID stakeholders. AIP also provided access to the MIS to AIP staff members and USAID/Bangladesh in order to better obtain and utilize data from retailers’ shops, demonstration plots, cropping patterns, and lists of leading agro-inputs supply company retailers.

In addition, AIP began a semi-automated agro-inputs sales monitoring and evaluation (M&E) data collection process through Dropbox which will improve work efficiency and decrease manual errors by AIRN POs.

2.2 Improve Dissemination of Input Supply Information

2.2.1 Create and Distribute Directory of Input Supply Companies and Wholesalers

A final printable dummy layout of the directory, consisting of more than 1,700 entries of agro-input companies and wholesalers, was completed at the end of December 2015.

2.3 Improve Agro-Inputs Monthly Price Information

2.3.1 Create and Distribute Agro-Inputs Monthly Price Outlook Bulletin

Three editions of the MPOB were printed and distributed among stakeholders during Y4Q1. In addition to price data for highly traded agro-inputs, informative news and features were published on recommended use of fertilizers, training opportunities and services for AIRN retailers, and tips on how to differentiate between good and bad seed.

2.4 Increase Awareness and Demand for Quality Inputs

2.4.1 Conduct Collaborative Demos and Field Days

A total of 300 demo plots were established for demonstrating new varieties of *aman* and *boro*³ season rice, maize, chili, lentil, tomato, bottle gourd, pumpkin, bitter gourd, ridge gourd, ash gourd, snake gourd, cabbage, cauliflower, cucumber, sesame and eggplant. These demos were organized by Syngenta, ACI, Lal Teer Seed, GETCO and the USAID/AESA project.

In Y4Q1, *aman* rice was harvested from 25 demo plots, which were transplanted in August in collaboration with Syngenta and ACI for demonstrating results of their hybrid rice seeds and crop protection products. Results of the plots indicated 20-30% more yield compared to traditional varieties and cropping methods.

During the quarter, a total of 88 Farmer Field Days (FFDs) were held on 61 demo plots in collaboration with input companies where 3,222 community farmers attended.

Table 1: Demo Crop Varieties

Crop Name	Variety Name
Rice	BRRI dhan28 (Boro), BINA7 (Aman), BRRI dhan49 (Aman), S-1203 (Boro), S-1201 (Boro), SL-8 (Boro), Sarna (Aman)
Lentil	BARI-6
Maize	Sun-Shine
Onion	Lal Teer King, Taherpuri King, ACI King
Pumpkin	Sweety, Sweet Gold, Sweet Diamond, Sweet Boy, Sweet Baby, Sweet Lady, Sweet Heart
Tomato	Mintu Super, Summer King, Joy, Godhaghari Super, Ruposhi, Opurba, Aanokhi, ACI Super, Lali
Bottle Gourd	Diana, Marshal Super, Chishty, Moina, Rounak, Momo
Okra	Green Finger
Cabbage	Tropical Plus, Tropical-33
Cauliflower	CLX (33321), Snow-White, 671, Snow Baby-60, H-37

³ Aman (Aug-Dec); Boro (Dec-April).

Cucumber	Elin, Folon-2
Snake Gourd	Korotoa, Taposhi,
Bitter Gourd	Papya
Brinjal	SERA
Radish	Tushar, White-FA
Knolkhol	Super Winner
Chilli	BINA-2

Summary of Intervention 2 Key Activities for Next Quarter

GIS

A focus group discussion will be conducted in January 2016 to assess AIRN retailer capacity in terms of accessing MIS information. Within the next quarter, most of the Global Positioning System (GPS) point data on demo plots and AIRN shops collection will be completed, including incorporation of some analytical queries e.g. estimated sale radius, and status of women grantees.

Supplier Directory

A print copy of the directory will be available by mid-February 2016 and distributed to AIRN members.

Demonstrations

A total of 150 FFDs will be conducted on winter vegetables such tomato, cauliflower, and cabbage. No demo plots will be established in this quarter as AIP has nearly reached its target of 500 plots. Following required assessments, AIP will establish final plots in Y4Q3.

Intervention 3: Enhance Knowledge and Application of Quality Standards

3.1 Enhance Stakeholders Knowledge on Industry Quality Standards

3.1.1 Promote Quality Inputs through Multi-Media Campaigns

During the quarter, AIP worked with MediaCom and Expressions Ltd., two leading communications and media firms, to publish printed communications materials, create Public Service Announcements (PSA) and SMS campaigns to carry forward AIP's "Did You Know?" multi-media campaign strategy to increase awareness of quality agro-inputs. With MediaCom, AIP finalized four informational posters on quality inputs and nutrition, while Expression Ltd. delivered scripts and other finalized logistics to shoot the PSAs in February, 2016.

3.1.2 Reach Agro-Retailers and Farmers via Development and Distribution of Publications on Quality Standards

Publications

Three booklets were published in this quarter on: quality seed; how to recognize quality fertilizers; and the safe use of CPPs. In addition, to address the needs of farmers and retailers, AIP finalized four posters on 1) quality seed; 2) quality fertilizer; 3) safe use of CPPs; and 4) nutritionally dense crops for children and pregnant and/or lactating mothers (co-branded with

USAID/Aquaculture for Income and Nutrition (AIN)). One leaflet on safe use of pesticides for farmers, as well as a promotional brochure for the matching grants program, was also completed.

Short Message Services (SMS)

Five SMS “blasts” were sent to 2,000 retailers and 18,000 farmers in November and December, 2015 (total 100,000 SMS to date) to encourage recipients to report problems with purchased agro-inputs via the AIRN Call Center; to promote AIRN’s commitment to selling quality inputs and giving advice to farmers; to promote use of quality seed; and to encourage application of organic fertilizers. SMS recipient retailers and farmers found this information mechanism useful and expressed their appreciation to AIP/AIRN during various meetings.

3.2 Better Quality Adherence among Private Sector Agro-Input Companies

3.2.1 Improve Supply-Side Quality through Certification and Traceability International Certification Assistance (ICA)

As part of AIP’s support to agro-inputs companies and association on adherence to internationally recognized quality standards, AIP completed Phase I (gap analysis of selected companies and associations) of its ICA program this quarter. Results of the gaps analysis were shared with the respective companies and associations and based on the outcome of Phase I, AIP has developed programs for specific companies to obtain and/or implement international certification (ISO 9001).

Traceability

To assure farmers of the authenticity of their purchased agro-inputs, AIP conducted initial meetings with WinMiaki, MPower and Southtech Ltd, three IT firms, for developing a standard traceability system. Based on the project’s objectives and requirements, these potential IT service providers designed process and presented demos. Both SMS and call center systems have been considered for counterfeit management.

3.3 Promote Knowledge of Quality Standards through Agricultural Exhibitions

3.3.1 Conduct AIRN Agro-Tech Fairs

AIP postponed the Second AIRN Agro-Tech Fair that was scheduled to be held from November 30 to December 2, 2015 and informed all relevant stakeholders due to the security situation in Bangladesh at this time. The project is actively looking to reschedule dates and secure a venue to organize the Fair, permitting the in-country security situation stabilizes or improves.

3.4 Analyze Agricultural Inputs Policy and Regulatory Constraints

3.4.1 Analyze Standards and Policy Implementation

Seed Health Standards

AIP, as a member of the Seed Health Committee of the MOA fixed seven seed health standards for wheat and potato through a number of review meetings this quarter. These standards were submitted to the National Seed Board (NSB), MOA for approval.

Policy and Regulatory Constraints

Along with other members, AIP supported the Seed Regulatory Reform Committee meeting in finalizing the draft Seed Policy 2015, which is being submitted to the MOA for review and passing into Act by National Parliament. The draft revised seed policy mainly encourages the use of bio-technology in crop protection, allowance of genetically modified (GM) crops, and the liberalization of regulations and formalities of seed import and export which were absent in the 2005 amended National Seed Act⁴ (originally promulgated in 1977).

Summary of Intervention 3 Key Activities for Next Quarter

Multimedia Campaign

AIP will establish five billboards (Khulna (1), Jessore (2), Barisal (1) and Faridpur (1)) intended to raise awareness of, and demand for, quality inputs. In addition, three PSAs on quality seed, fertilizer and safe use of CPPs will be completed. SMS dissemination under AIP's multimedia campaign will be continue focusing on services of AIRN, AIRN Call Center, importance of quality seeds, right use of fertilizers, and safe use of CPPs.

International Certification Assistance and Traceability

To obtain and/or implement international certification, AIP will work with selected companies for Phase II with support of a local consultant. AIP will also select a suitable IT service provider to develop the program for a standard inputs traceability system.

AIRN Agro-Tech Fair

The project will identify new dates and a convenient, secure venue in which to organize the Fair while continuing in-house preparatory tasks such as reviewing Ag-Fair publications, seminar presentations, finalizing guest lists, etc.

Policy and Regulatory Constraints

AIP will participate in the Seed Health Committee meetings to fix seed health standards for jute and paddy during the next quarter.

Intervention 4: Strengthening Local Organizations' Institutional Capacity

4.1 Assess Organizational Capacity of Select Local Organizations

4.1.1 Conduct Organizational Capacity Assessments (OCA)

Work under this sub-component was completed in Y3Q3.

4.2 Design and Implement Capacity Building Program for Select Local Organizations

⁴ Policy vs. Act: Policy is a guideline, which becomes an act following endorsement in the National Parliament.

4.2.1 Design and Implement Organizational Capacity Development (OCD) and Improved Membership Services for Business Associations and AIRN

In Y4Q1, OCD of two associations – BCPA and BFA – were conducted, focusing on human resources (HR) policy and procedure development and financial management and internal control mechanisms for improved accountability and checks-and-balances. In addition, membership services and website development continued for both associations.

Summary of Intervention 4 Key Activities for Next Quarter

HR policy and procedure development, and financial management and internal control mechanisms will be completed in Y4Q2. Other tasks related to business plan development will start thereafter. Membership services and website development will go on concurrently.

Cross-Cutting Themes and Project Management

Gender

Capacity Building of Women Retailers

Five consultation meetings were organized at Bagerhat, Madaripur, Satkhira, Chuadanga and Meherpur districts with the DAE to identify areas where and how they would support the potential women grantees to start or strengthen their business. During the meetings, DAE representatives urged the women agro-inputs retailers to be attentive in terms of their tasks i.e., using precautionary measures while handling pesticide and advising farmers about doses of pesticide and other inputs. The DAE also promised to support AIP, especially in terms of licensing to AIRN women retailers.

A total of 14 matching grant applications were submitted to USAID for approval following endorsement by the Technical Evaluation Committee (TEC) and Chief of Party. As of December 2015, 67 grants were approved by USAID with a total of 15 new agro-retail shops organized with in-kind materials.

Thirteen community acceptance sessions were held to seek support to women grantees from relevant stakeholders (local elites, *union parishad* members, religious leaders, farmers, DAE SAAOs and Agriculture Officers).

Gender Lens Committee (GLC)

The Gender Lens Committee (GLC) finalized its Y4 activity plan during a meeting in November 2015. This plan included identifying and engaging 30 champion women grantees as well as 750 AIRN male retailer mentors for capacity building of new women agro-retailers, and developing profiles for 243 women retailers based on USAID's Women's Empowerment in Agriculture Index (WEAI).

Environment

Following USAID's environmental compliance requirements, AIP inspected and found "allowed" 110 demonstration plots out of the 123 proposed by Syngenta, ACI, Lal Teer Seed, GETCO, and USAID/AESA for planting winter (2015-2016) vegetables during the reporting quarter.

A total of 40 awareness sessions on safe use of pesticides for farmers were organized during FFDs. In these sessions, 1,506 community farmers learned various issues like safe application procedures, use of PPE, safe storage of pesticides, post-application hygiene and disposal of pesticides, and treatment measures upon exposure to pesticides.

As per AIP's Environmental Mitigation and Monitoring Plan (EMMP), 23 AIRN retailer shops (five women) were monitored using checklists focusing on his/her own environmental practices and services for client farmers. 56% of retailers kept PPE (e.g. masks and gloves) in their shops for sale while 77% of retailers actively gave suggestions to the farmers on post-spray hygiene and using gloves while dealing with pesticides. The major findings for women's shops were a lack of training and knowledge on pesticides that might result in a negative impact on personal health, and, in some cases, the presence of children at the shop where pesticides are sold and handled. While male retailers have better knowledge on safe use of pesticides, they need continuous motivation to comply with environmental safety measures such as: shop arrangement according to World Health Organization (WHO) safety color codes, spill checking, and use of PPE. AIP/AIRN POs are arranging discussion meetings with retailers to improve the situation.

Summary of Crosscutting and Project Management Key Activities for Next Quarter

Gender and Grants

To identify potential women retailers, 45 public meetings will be organized. In addition, 3 consultation meetings will be organized with the DAE next quarter for support in identifying potential women grantees and strengthening existing retailers.

Agro-inputs shops of 30 women grantees will be organized, while 50 new grant applications will be submitted to USAID for their approval.

Two batches of business management, agronomic, and safe use of pesticide training will be held in Jessore and Barisal with participation of 34 women retailers in collaboration with GMark.

Environment

150 awareness sessions on safe use of pesticides will be conducted during FFDs and 40 shops will be assessed as per the EMMP checklist. 50 summer demo plots will be assessed for USAID compliance.

Success Story

AIRN members are coming forward to develop skills of new women agro-retailers



Swapna Mondol (left) advises a customer in the presence of her AIRN mentor, Farid Sarker.

Swapna Mondal is the proprietor of M/S Argha Store in Dumuria *upazila* in Khulna, where she sells seeds and fertilizers. Swapna, who used to mind her husband's retail shop, has found new success after being involved with the USAID/funded Agro-Inputs Project (AIP). After qualifying for AIP's matching grant program, Swapna has transformed from a mere shopkeeper to a business owner in her own right. "AIP assisted me to obtain seed and pesticide licenses, and I am realizing my dream of earning more money."

To help transform her dream into a reality, AIP provided an in-kind grant for establishment of an agro-inputs retail shop as well as training on technical aspects of agro-inputs and business management. In order to provide Swapna with more local support, AIP has engaged a local AIRN retailer, Farid Sarker, who has long-term experience in the agro-inputs business. "Through mentorship, we are learning from each other."

Like Swapna, AIP grantee Khadiza Begum of Bakherganj, Barisal is getting mentorship support from AIRN retailer Sheikh Farid, while Moshiur Rahman Milon is providing support to Aleya Khatun, Natua Bazar, Jessore. These male retailers feel proud as their voluntary services are contributing to the development of women agro-retailers. Meanwhile, AIP has identified 30 champion women grantee-retailers to contribute to the capacity building of new women (grantee) retailers, so that they are able to run their business successfully.

At present, Swapna has a steady stream of regular customers and is earning roughly \$40/day from those exchanges. This new income is a welcome addition to her household, supporting the education of her children.

M&E Report (Y4Q1)

USAID/Bangladesh approved the AIP's revised M&E plan in November 2015. In the revised M&E Plan, the number of indicators is reduced from 13 to 11 (including one process and two cross cutting indicators). Three FTF indicators are included to facilitate USAID/Bangladesh's annual reporting, and eight custom and cross cutting indicators that USAID/Bangladesh established as part of its Development Objective (DO) 2 PMP.

This revision elaborates and specifies indicator definitions and data collection tools and methods, taking implementation insights and the findings from USAID's recently conducted Data Quality Assessment (DQA). After the approval, AIP's M&E Unit extended and modified the data collection manual to support all internal and external stakeholders, especially those engaged with data collection, analysis and reporting. One of the key aspects of the manual is to ensure data quality in all cases of data management and reporting.

During the reporting quarter, AIP's M&E unit designed qualitative studies to conduct beginning in January 2016. The purpose of those studies is to highlight AIP's achievements and challenges, to examine the causal relationships between the achievements and contributing factors, and how they contribute to those changes. The qualitative studies will highlight the most common trend of positive changes and the most significant changes.

1. Total sales of quality inputs by AIRN retailers (custom indicator)

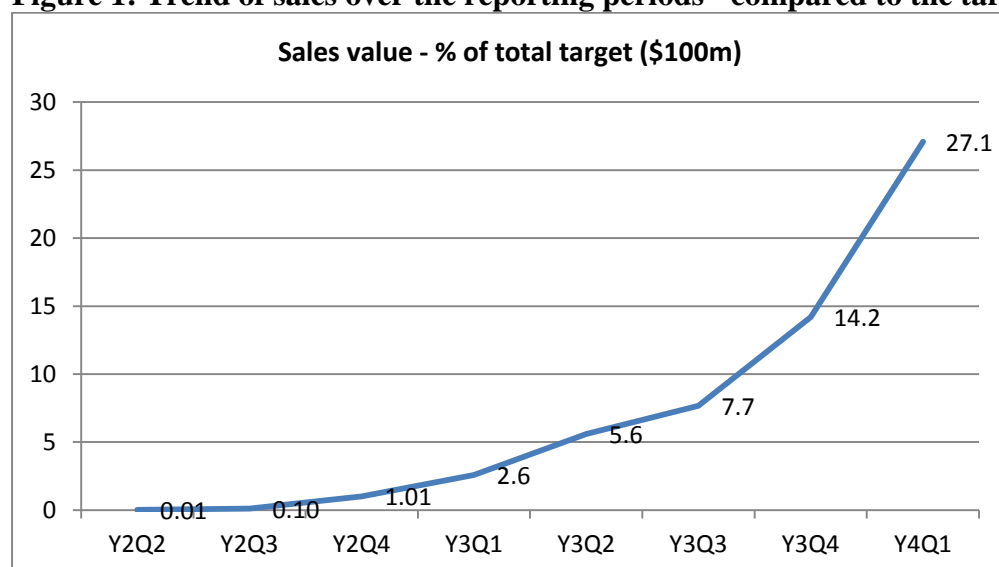
AIP set a target to induct and certify 3,000 agro-input retailers into AIRN over the life of the project, who sell quality agricultural inputs in the 20 FTF working districts. This indicator directly collects the sales amount from the accredited retailers' sales registers (logbook), where the retailers record client-wise sales. AIP is tracking the progress of its objective titled "improved supply of quality agricultural inputs through input retailers" through this indicator. Measuring the progress through this custom indicator is a bit challenging, as the major responsibility rests with the project beneficiaries, who record each and every transaction in the logbook provided by the project; it can be difficult for the retailers, particularly in the peak cropping season.

Table 1: Total sales of quality inputs by AIRN accredited retailers

	LOP Target (\$)	Achieved in Y4 Q1 (\$)	Achievement (Cumulative) (\$)	Cumulative Sales (\$) by sex
Sales of quality inputs	100 million	12,985,947	27,057,889	Male retailers - 26,785,448 Female retailers - 272,441
Sales of quality inputs per retailer	33,333	7,585	15,805	Male retailers - 15,859 Female retailers - 11,845

AIP has achieved 27.1% of the target (\$100m) to date; the progress is highly satisfactory in this particular quarter compared to the achievement reported in the last quarter (Y3Q4), which was only 14.2%. The sales records showed a positive trend in the last three reporting quarters, for multiple reasons (see Figure 1).

Figure 1: Trend of sales over the reporting periods - compared to the target



AIRN retailers usually sell more in the winter season, which is considered a peak cropping seasons; other possible reasons are: a) increasing rate of members services offered by AIRN to retailers contributed to a better business enabling environment, and b) the retailers have concentrated more on recording sales information (sometimes they failed to record all sales in peak seasons) due to increased efforts of AIP POs with them. Per retailer sales volume has increased from \$9,433 in last quarter (Y3Q4) to \$15,804 in the report quarter (Y4Q1), which is a significant move to its final project target (\$33,333 per retailer), when the length of accredited status per retailer is considered (see Table 2).

Table 2: No. of AIRN accredited retailers (by joining date)

Year	Quarter	No. of accredited retailers		
		Male	Female	Total
Year 2	Quarter 2	5	-	5
	Quarter 3	138	-	138
	Quarter 4	177	2	179
Year 3	Quarter 1	327	1	328
	Quarter 2	178	2	180
	Quarter 3	294	1	295
	Quarter 4	367	12	379
Year 4	Quarter 1	203	5	208
Total		1,689	23	1,712

2. Number of farmers purchasing inputs from AIRN retailers (custom indicator)

Over the life of the project, 3,000 certified retailers are to reach 1 million smallholder farmers with quality inputs and embedded services in 20 FTF districts. This indicator counts the number of smallholder farmers (owning 5 hectares or less of arable land) who purchase agricultural inputs from AIRN accredited retailers. Measuring the indicator requires counting the unique number of farmers, irrespective of number of purchases.

As of December 31, 2016, 1,712 certified retailers covered 43.8% of the total target. The critical aspect of measuring this indicator is to separate out the farmers as “new” and “old” farmers⁵ by the respective retailers. Apart from retailers’ efforts to make the distinction, AIP is trying to avoid the double counting of farmers via a database storing the farmers’ cell phone numbers as a “matching variable” by each retailer and across retailers. This way of avoiding double counting is complicated, as cell phone using pattern in rural areas is different than in urban Bangladesh, as many farmers reported that they do not use a particular cell phone number, rather a number is being used by other family members alternately. However, the POs are following up with retailers more closely to find out the real “new” farmers.

Table 3: No. of AIRN farmer customers (as of 31 December, 2016)

Target – No. of farmers over LOP	Target – No. of farmers per retailer over LOP	Achievement - No. of farmers in Y3Q4	Achievement - No. of farmers (cumulative)	Achievement - No. of farmers per retailer, as of Y3
1,000,000	333	121,990	437,985	256

In terms of farmers per retailer, it currently stands at 256. It was 210 and 196 in last two consecutive reporting quarters (Y3Q4 and Y3Q3, respectively)), which is also a positive move to achieve the final target (333 per retailer).

3. Number of agro-input retailers in the network (custom indicator)

This indicator counts the number of retailers who join AIRN in order to offer quality inputs and embedded services to the smallholder farmers. AIP provisioned two types of membership, a) Associate Member, and b) Accredited Member. The Associate members are those who are committed to sell quality inputs, and have a retail shop with government license. For an Associate retailer to become an AIRN Accredited retailer (symbolized by a use of the AIRN logo), he/she must complete/pass AIRN’s business management, ethics and technical training. This process indicator counts both types of retailers.

Table 4: Number of agro-input retailers in the network

Division	LOP Target	Achievement in Y4Q1	Achievement (Cumulative)
Barisal	3,000	40	560
Dhaka		85	513
Khulna		163	1783
Total	3,000	288	2,856

AIP realistically expects to meet the remaining target by the 3rd quarter of Y4; the current pace of implementation is conducive to reaching the target due to its expanding relationship with related stakeholders.

4. Number of MSMEs, including farmers, receiving business development services from USG-assisted sources (FTF indicator)

This FTF indicator counts the number of retailers completing/passing Business Management Training (BMT). AIP jointly organizes this customized training course with six agro-input

⁵ In the case where a farmer purchases more than once from a certified retailer, he or she is still counted only once (old), while he or she will be treated as ‘new’ in case of first purchase. In addition, if more than one farmer in a household is purchasing inputs, all the farmers in a household will be counted.

companies for respective companies' retailers. The topics include: business management, safe use of pesticide, agronomics, and nutrition. AIP directly organizes the same training through a pool of trainers associated with GMark Consulting Ltd. for the retailers beyond the six companies. In Y3, AIP introduced another training course titled "Advanced Training" for the retailers to further strengthen their skill on selected technical aspects and business management.

Table 5: Number of MSMEs, receiving training by Division

Division	LOP Target	Achievement in Y4Q1	Achievement (Cumulative)
A. Business Management Training (BMT)			
Barisal	3,000	44	475
Dhaka		-	331
Khulna		103	1,544
Total		147	2,350
B. Advance Training (for retailers)			
Barisal			19
Dhaka			39
Khulna			96
Total			154
Grand Total	3,000	147	2,504

By the end of Y4Q1, the achievement is in line with the set target with a cumulative achievement of 2,504 (total number of training delivered to individuals). Among the 2,504 training recipients, the unique number of trainees is 2379; it means 125 individuals received more than one training in a reporting year.

By conducting these training courses jointly with several private input companies with varying business background and interest, AIP learned important lessons on working with private entities, especially appropriate working modalities with them on a not-for-profit platform. Input companies showed a high interest on the issues related to ethical business operations and safe use of agro-inputs, facilitated by AIRN.

5. Number of AIRN retailers with increasing application and adoption of quality standards for agricultural inputs (custom indicator)

AIP tracks the number of retailers who apply and adopt quality standards for each input category (seed, fertilizer and crop protection products) as a result of AIP/AIRN facilitation. This custom indicator also measures the smallholder farmers served by AIRN retailers to see the level of application and adoption of the same learnt from the AIRN retailers.

To determine the attribution to AIP, this measurement includes control experimentation, which means four separate groups: AIRN retailers and smallholder farmers served by AIRN retailers (program groups); and non-AIRN retailers and smallholder farmers served by non-

AIRN retailers (control groups). In Y3Q4, AIP measured the progress by designing a proxy indicator (survey document) which is closely related to the government standards documents as its measure of this indicator, conducted by a third party. AIP will repeat the study in Y5 as a follow up to compare the progress over the period.

The findings of the study were shared in the last reporting quarter (Y3Q4). AIP will share the next round of findings, once the study will take place again in Y5, as planned.

In a more overarching attempt to improve the quality of inputs, AIP has been supporting the Ministry of Agriculture to set seed health standards for four major crops (rice, wheat, jute and potato). The committee has been succeeded in organizing seven meetings to fix seed health standards (seven standards) for wheat and potato, and those have been sent to the National Seed Board for approval. These standards already exist in the field to some extent, but are not as approved by the competent authority. The planned year 5 study on quality standards will incorporate those into the assessment.

6. Number of retailers who adopted the Seal of Quality (new) (custom indicator)

This indicator counts the number of AIRN Accredited retailers who joined AIRN in order to offer quality inputs and embedded services to smallholder farmers. For a retailer, the prerequisite of having the AIRN certification (symbolized by a signboard/logo of AIRN) is passing AIRN's business, ethics, and technical training.

In Y4Q1, a total of 208 associate retailers were promoted to Accredited retailers, bringing the total number of accredited retailers to 1,712, and another 1,144 retailers listed as Associate retailers (of whom 218 joined in this reporting quarter) are in the pipeline to become Accredited retailers in near future. AIP is following specific and realistic approaches to meet the targets, included in the Y4 Implementation Plan.

AIP is now at a point to boost the certification process by synthesizing and capitalizing on learning from past membership drives and several formal and informal assessments of working modalities within the agro-inputs sectors. In addition to this, in October 2015, AIRN was registered with Registrar of Joint Stock Companies and Firms under the Companies Act, which is adding further momentum to the process.

Table 6: No. of retailers who adopted the Seal of Quality by Division

Division	LOP Target	Achievement in Y4Q1	Achievement (Cumulative)
Barisal	3,000	33	307
Dhaka		62	246
Khulna		113	1,159
Total	3,000	208	1,712

7. Number of accredited retailers who declared as Champion Retailers (custom indicator)

AIP adopted this indicator in the revised M&E Plan, which is basically a replacement of indicator titled “number of retailers who adopted the seal of quality (on-going)”.

AIP has finalized a set of selection criterion for these champions, included in the Implementation Plan. Based on these, AIP will make selections in Y4.

8. Number of analysis and stakeholder consultation conducted on policies regulating agricultural input industry (Custom Indicator)

AIP engages national level input associations and private companies in this endeavor, with an ultimate objective to strengthen input supply chain and guard the interest of both farmers and input sellers. During AIP's life of project some level of success can be achieved through analysis and stakeholder consultations.

Since the beginning, AIP made significant effort in reviewing all the 11 sections of National Seed Policy 1993 with Bangladesh Seed Association (BSA) and leading agro-input companies, and submitted this review formally to Seed Wing of Ministry of Agriculture. As part of the process, AIP successfully analysed (Stage 1) the existing policy with sections, and organized public debate (Stage 2) with relevant agro-input associations, companies, and the Bangladesh Policy Research and Strategy Support Program (BPRSSP) of IFPRI.

In Y4Q1, AIP worked closely with Seed Regulatory Reform Committee, being a member of that committee. The committee has drafted reform seed policy, which will go to the Ministry of Law (MoL) through Ministry of Agriculture (MoA) for lawful consideration towards approval. In addition to this, this committee is continuing to reform Seed Act and Roles.

9. Number of individuals who have received USG-supported short-term agricultural sector productivity or food security training

This FTF indicator measures the number of individuals who have gained significant knowledge or skill through interactions that are intentional, structured, and purposed. This includes farmers, entrepreneurs (agro-input retailers), representatives of private sectors, agro-inputs companies, and extension agents/specialists of government and non-government organizations. The specific capacity building events include Training of Trainers (ToT), day-long workshops, agricultural exhibitions, and study tour/learning visits.

After consulting with USAID/Bangladesh, AIP excluded farmers' participation in FFDs at demonstration sites as short-term training, as this participation is no longer considered as a significant skill transfer event.

On the other hand, the number of other short-term events (ToTs, study tours, workshops) increased for the remaining project period (Y4 and Y5) in order to meet the growing demand for learning and reflection.

Table 7: Number of individuals who have received USG supported short-term agricultural sector productivity or food security training

Division	Target (Y4 & Y5) ⁶	Achievement in Y4Q1	LOP Achievement (Cumulative)
Training of Trainers (ToT)	280	13	101
Study Tours		-	97
Workshops		-	-
Total	280	13	198

Indicator-wise data (FTF + Custom with Cross-Cutting) are presented in the following Annexes 1 and 2.

Activities for next quarter (Y4Q2)

1. Conduct session on data collection manual and DQA with POs
2. Design and conduct qualitative studies
3. Produce tailor-made findings for the program technical teams

⁶ Target for this indicator includes only remaining two implementing years (Y4 and Y5) in order to monitor the progress according to a revised list of events (as of August 2015), as a major the original target set for LOP.

Annex 1: Feed the Future Indicators

#	Name of Indicator	Classifications	Unit of Measure	Disaggregated by	Baseline	Target and Achievement				
						Target Y4	Achievement in Y4Q1	Achievement in Y4	Achievement Cumulative (LOP)	
1.	Number of MSMEs, including farmers, receiving business development services from USG-assisted sources	FTF Indicator # 4.5.2-37	Number	Size :	Micro	0	1,200	147	147	2,379
					Small	0	-	-	-	-
					Medium	0	-	-	-	-
					Total	0	1,200	147	147	2,379
				MSME Type	Seed	0	-	3	3	1
					Fertilizer	0	-	1	1	-
					Agro-Chemical	0	-	2	2	-
					Mixed Variety	0	1,200	141	141	2,231
				Sex	Total	0	1,200	147	147	2,232
					Male	0	1050	144	144	2,357
					Female	0	150	3	3	22
					Total	0	1,200	147	147	2,379
2.	Number of Individuals who have received USG supported short-term agricultural sector productivity or food security training ⁷	FTF Indicator # 4.5.2-7:	Number	Type of individuals	Producers	0				-
					People in government	0	5	1	1	1
					People in private sector firms	0	175	9	9	180
					People in civil society	0	10	3	3	17
					Total	0	190	13	13	198
				Sex	Male	0	170	11	11	183
					Female	0	20	2	2	15
					Total	0	190	13	13	198

⁷ The number of attendees in Field Days of demo plots has been excluded as per revised M&E Plan. This participation is no longer considered as significant skill transfer event, and the target is revised and the achievement reported accordingly.

Annex 2: Custom and Cross-Cutting Indicators

#	Name of Indicator	Classifica- tions	Unit of Measure	Disaggregated by		Baseline	Target and Achievement			
							Target Y4	Achievement in Y4Q1	Achievement in Y4	Achievement Cumulative (LOP)
Custom indicators										
1	Total sales of quality inputs by certified retailers annually	Custom	US dollar	Sex of retailers	Male	0	19,000,000	12,918,243	12,918,243	26,972,942
					Female	0	1,000,000	140,956	140,956	273,960
					Total	0	20,000,000	13,059,199	13,059,199	27,246,902
2.	Number of farmers purchasing inputs from AIRN accredited retailers	Custom	Number of farmers	Sex of farmers	Male	0	339,500	120,571	120,571	433,788
					Female	0	10,500	1,419	1,419	4,197
					Total	0	350,000	121,990	121,990	437,985
3.	Number of Agro-Inputs Retailers in the Network	Custom	Number of retailers	Sex of retailers	Male	0	3,425	234	234	2,769
					Female	0	200	54	54	87
					Total	0	3,625	288	288	2,856
				Type of retailers	Seed	0		-	-	3
					Fertilizer	0		-	-	-
					CPP	0		-	-	1
					Mixed variety	0	3,625	288	288	2,852
					Total	0	3,625	288	288	2,856
4	Number of AIRN retailers with increasing application and adoption of quality standards ⁸ for agricultural inputs	Custom	Number of retailers and farmers	Sex of retailers	Male	0				
					Female	0				
					Total	0				
				Sex of farmers	Male	0				
					Female	0				
					Total	0				
				Type of standards	Seeds	0				
					Fertilizer	0				
					CPP	0				

⁸ A study has been carried out by a third party consultant in Y3 and the detailed findings were mentioned in the last report (Y3Q4).

					Total	0				
5	Number of retailers who adopted AIRN Logo	Custom	Number of retailers	Sex of retailers	Male	0	1350	203	203	1,689
					Female	0	150	5	5	23
					Total	0	1,500	208	208	1,712
			Type of retailers	Seed	0		-	-	-	3
				Fertilizer	0		-	-	-	-
				CPP	0		-	-	-	1
				Mixed variety	0	1,500	208	208	208	1,708
				Total	0	1,500	208	208	208	1,712
6.	Number of accredited retailers declared as champion retailers	Custom	Number of retailers	Sex of retailers	Male	0	110			
					Female	0	15			
					Total	0	125			
			Type of retailers	Seed	0					
				Fertilizer	0					
				CPP	0					
				Mixed variety	0	125				
				Total	0	125				
7.	Number of analysis and stakeholder consultation conducted on policies regulating agricultural inputs industry	Custom	Number of policies/regulations/administrative procedures	Sector	Seed	0	1			1
					Fertilizer	0				
					Total	0	1	0	0	1⁹
Cross cutting indicators										
8.	Strengthened organizational capacities of local organizations	Cross cutting (CC)	Percent	None		0	1			1 ¹⁰

⁹ AIP successfully advanced GoB Seed Policy. The revised draft policy is forwarded to Ministry of Law and Ministry of Agriculture for approval through Seed Regulatory Reform Committee, AIP is one of the members of the committee

¹⁰ Organizational Capacity Assessment of the Bangladesh Seed Association yielded 38.5 (of 100) baseline against the 8 fields within USAID's financial pre-award criteria.

9.	Collaborative initiatives increased	CC	No. of organization/ institute/company	Partner	Category					
					FTF Implementers			-	-	4 ¹¹
					Input Association					4 ¹²
					Input Private Companies			1	1	12 ¹³
					Government					5
					Total			1	1	24

¹¹ Organized demonstration plot and training

¹² Four input associations participated with AIP in policy advocacy issues, while three of them participated in int'l study tour and one participated in AIP's organizational capacity strengthening efforts. Here number of association/organization/company counted once, irrespective of number of events they participated in.

¹³ Jointly organized demonstration plots with input companies and training course.